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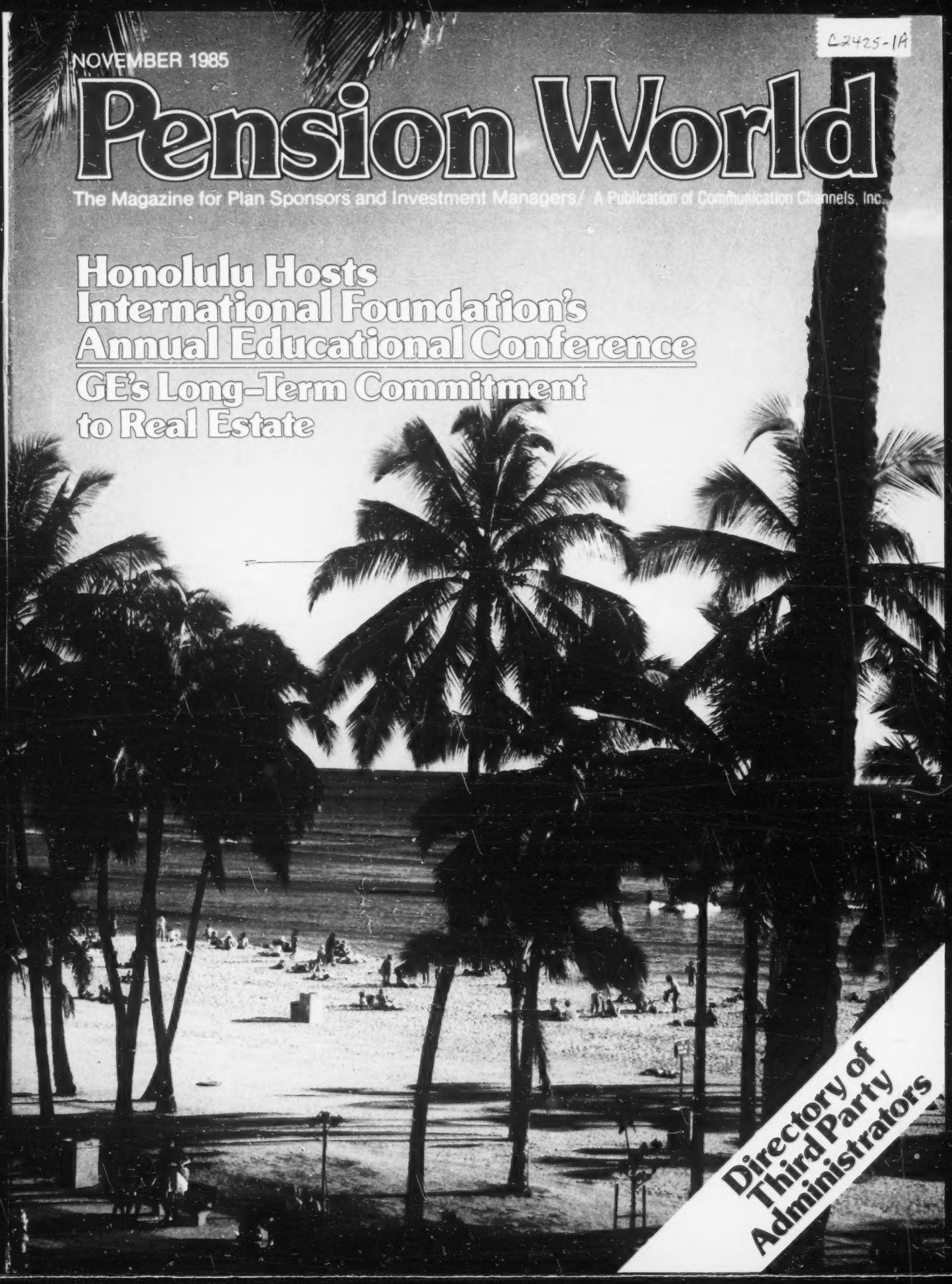
Pension World

The Magazine for Plan Sponsors and Investment Managers/ A Publication of Communication Channels, Inc.

Honolulu Hosts International Foundation's Annual Educational Conference

GE's Long-Term Commitment to Real Estate



Directory of Third Party Administrators

Pension World

November 1985
Volume 21 Number 11

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Features

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Cover: **Honolulu is the idyllic setting for this year's Annual Educational Conference of the International Foundation of Employee Benefit Plans. Photo by Charles E. Lloyd. A guest editorial by 1985 Foundation president Henry S. Hunt appears on page 4.**

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BPA

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Update

1985 Real Estate Portfolio Manager Directory

ALEX. BROWN REALTY ADVISORS INC.
225 East Redwood St.
Baltimore, MD 21202
Contact: Christopher W. Kurz, Vice President, (301) 727-3884

Total real estate portfolio assets: $1.008 billion
Total pension fund real estate assets: $584 million
Pension fund real estate clients: 3
Asset breakdown: 100% income-producing property—55.9% office, 6.7% industrial, 36% hotel, 1.4% residential; 96% mortgages; 4% joint venture
Participation offered: Equity oriented debt; participating and/or convertible; and joint venture
Geographic diversification: 6.4% Atlantic, 21.3% Southeast, 11.8% Midwest, 37.8% Southwest, 5.4% West Coast, 17.3% Northwest.
Minimum investment: $10 million
Return on investment: Confidential
Fee: There are three separate accounts and three different confidential fee schedules. Each schedule was customized to suit the client's requirements.

FIRST NATIONAL BANK OF ATLANTA
Trust Department
P.O. Box 4148
Atlanta, GA 30302
Contact: Richard H. Burgin, Vice President, (404) 588-5104

Total real estate portfolio assets: $150 million
Total pension fund real estate assets: $45 million
Pension fund real estate clients: 15
Asset breakdown: 55% income-producing property, 15% mortgages, 30% timber
Participation offered: Timberland is open-end commingled fund; other investments vary
Geographic diversification: Southeast
Minimum investment: $250,000 in Timberland fund
Return on investment: 34% since inception; 8% average annual over four years
Fee: Timberland fund—1.2% per year on market value of timberland; 0.25% per year on cash reserve; fees on other individual investments vary.

KENNEDY ASSOCIATES REAL ESTATE COUNSEL, INC.
2400 Financial Center Building
Seattle, WA 98161
Contact: Michael T. Oliver, Vice President, (206) 623-4739

Total real estate portfolio assets: $617 million
Total pension fund real estate assets: $613 million
Pension fund real estate clients: 78
Asset breakdown: 30.3% income-producing property—64.7% office, 10% industrial, 7.5% retail, 2.5% hotel, 1.8% mixed use, 12.2% office R&D, 1.3% land/condo; 10.9% mortgages; 58.8% hybrid debt.
Participation offered: Units in commingled fund (Multi-Employer/Public Employee Property Trust); individual accounts
Geographic diversification: 15.7% East, 13.7% South, 37.2% Midwest, 33.4% West
Minimum investment: $25 million for individual accounts; no minimum on commingled fund
Return on investment: Separate: 20.44% 1976-1984; latest annual, 22.67% as of 12/31/84
Fee: Separate accounts: annual fee equal to 0.8% of invested capital payable quarterly. Commingled fund: annual fee equal to 1.5% of net assets, payable monthly, charged directly to the commingled fund.

METROPOLITAN LIFE INSURANCE COMPANY
One Madison Avenue
New York, NY 10010
Contact: George Jamgochian, Assistant Vice President, (212) 578-6287

Total real estate portfolio assets: $20+ billion
Total pension fund real estate assets: $445.8 million
Pension fund real estate clients: 44
Asset breakdown: Separate Account RE: 69% income-producing property—76% office, 6% industrial, 1% retail, 13% hotel, 2% land, 2% mixed use; 31% mortgages. Tower Fund: 87% income-producing property—28% office, 2% industrial, 34% retail, 36% R&D. Closed End Series I: 93% income-producing property—100% office. Closed End Series II: 100% income-producing property—55% office, 45% R&D.
Participation offered: Separate Account RE: Open end, joint venture developmental properties or equity real estate investments shared with Metropolitan's General Account. Tower Fund: Open end, wholly-owned real estate investments. Closed End Series I: Closed end, wholly-owned real estate investments. Closed End Series II: Closed end, primarily wholly-owned real estate investments; the fund may also invest in joint ventures offering at least a 50% interest.
Geographic diversification: Separate Account RE: 18% East, 22% Southeast, 9% Southwest, 19% West, 32% Central. Tower Fund: 34% East, 25% South, 33% West, 8% Southwest. Closed End Series I: 41% East, 14% Midwest, 45% West. Closed End Series II: 55% South, 45% West.
Minimum investment: Separate Account RE and Tower Fund: $100,000. Closed End Series I and II: $1 million.
Return on investment: Separate Account RE: 227%, 1/74-6/85; latest annual, 17.7% as of 6/85. Tower Fund: 70%, 2/81-6/85; latest annual, 9.5% as of 6/85. Closed End Series I: 13.8%, 12/83-6/85; latest annual, 8.5% as of 6/85. Closed End Series II: Not yet available.
Fee: Separate Account RE and Tower Fund, 1.25% annual fee, charged quarterly, for the first $10 million of net assets and 1% of net assets over $10 million, plus a flat charge of $1000. Closed End Series I and II: 1.25% of the gross market value of assets at the end of each prior year; one-fourth of this fee will be charged on a quarterly basis.

TRIDENT/MEYER REAL ESTATE ADVISORS
401 North Michigan Ave Suite 525
Chicago, IL 60611
Contact: Stanley W. Campbell, Vice President, (312) 321-1525

Total real estate portfolio assets: $500 million
Total pension fund real estate assets: $180 million
Pension fund real estate clients: 6
Asset breakdown: 13% equity, 87% mortgages—10.4% office, 11.6% office/industrial, 16.6% retail, 61.4% residential
Participation offered: Closed end funds for individual clients with specific purposes, and commingled funds
Geographic diversification: California, Arizona, Illinois, Ohio
Minimum investment: $5 million
Return on investment: Latest annual, 14.78% for 1985
Fee: 1% acquisition, 1% annual advisory and 10% of net profit on disposition

UNITED VIRGINIA BANK
Trust Real Estate Department
P.O. Box 26665
Richmond, VA 23261
Contact: Ronald E. Martin, Assistant Vice President, (804) 782-7259

Total real estate portfolio assets: $200 million
Total pension fund real estate assets: $25 million
Pension fund real estate clients: 172
Asset breakdown: Industrial, retail, land, industrial corporate bonds, short-term investment fund
Participation offered: Commingled open end real estate fund and separate accounts
Geographic diversification: Properties are located in the Sunbelt states
Minimum investment: $1000 per unit for commingled fund and $5 million for separate accounts
Return on investment: Varies
Fee: Commingled fund fees are 1% on real estate assets and ⅜% on liquid assets